

# FACT SHEET

SUBJECT: Metals Prime Vendor (MPV)

BACKGROUND:

- The Defense Supply Center Philadelphia (DSCP) has developed and implemented MPV for tailored customer support for Metals and Metal Products. Numerous benefits are available to customers who participate in MPV, including lower costs, reduced logistics response time, ease of ordering on-line, timely deliveries, scrap credit, salvage removal, and surge and sustainment capabilities. Due to these value-added services and competitive prices, customer satisfaction to date has been very high.

DISCUSSION:

- Customers order directly from a prime vendor and the required items are supplied from the vendor to the customers' designated delivery sites. The number of items available in the catalog is based on individual installation preferences. Customers can expect competitive pricing, three-day delivery of commercial off-the-shelf items and 24 hour service for emergency orders, bills-of-materials orders for specific projects to be assembled, held, and delivered 100% complete by the prime vendor to wherever and whenever the customer requires, and the ability to return excess materials ordered. The contract also requires the contractor to provide customer service representatives and technical experts who will provide expedited problem resolution, and technical support and advice including new item introductions, compatible substitutions, alternatives, and ordering assistance.
- The Statement of Work incorporated into the solicitation was developed in cooperation with the pilot customers and industry.
- Southeast (SE) region contract was awarded March 1998 to Interstate Steel Supply (ISS) Company. A second-year option was exercised February 2000. Currently, there are twenty-six active SE program sites.
- Remaining CONUS regions were awarded June 1999. Northeast (NE) and West (W) regions were awarded to ISS. To date, four sites in the NE region and six sites in the West region have signed up to participate in the program. The Central (C) region was awarded to TW Metals with four sites actively participating in MPV.
- The Hawaii/Guam region is scheduled to be awarded in the spring of 2000 with Japan's award scheduled for fall 2000. In the meantime, MPV (W) and Direct Vendor Deliveries (DVDs) will be used to satisfy OCONUS requirements. Sites which have expressed interest and have been targeted/visited are the Fleet Industrial Supply Center (FISC) Pearl Harbor; Pearl Harbor Naval Shipyard;

Hickam Air Force Base; and Schofield Army Barracks, all in HI. Additional customer visits will be made once implementation sites have signed onto the program.

RECOMMENDATION: For information only.

APPROVED: General and Industrial Director

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